THE ASSOCIATED PRESS
5 September 1982

U.S. TRIES PSYCHOLOGICAL ANALYSIS ON WORLD LEADERS
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WASHINGTON

When Fidel Castro accused the United States of waging biological warfare against Cuba, feisty U.S. ambassador Jeane Kirkpatrick shot back that the Cuban leader "requires a psychiatric examination of considerable duration."

The United Nations envoy remark in that August 1981 episode was nothing more than a caustic rejoinder. Clearly, Castro wasn't about to have his head examined, especially at the suggestion of an ideological foe.

Yet 1,200 miles from Havana, at CIA headquarters and elsewhere around Washington, U.S. specialists are trying to analyze what makes Castro tick. A host of other foreign leaders, many of them in the volatile Third World or revolutionary types, also are undergoing a similar psychiatric diagnosis at a distance.

Not only that, experts in the government and on American university campuses are trying to apply psychological concepts _ in some cases aided by advanced electronic technology _ to help them reach a better understanding of global conflicts and crises.

The question of striving to divine the motivations, attitudes and negotiating strategies of other governments through psychology was raised briefly during Senate confirmation hearings for Secretary of State George P. Shultz in mid-July.

Sen. Claiborne Pell of Rhode Island, ranking Democrat on the Foreign Relations Committee, invoked an observation by Charles Maurice Talleyrand, the Napoleonic-era French statesman, that "for every hour you spend negotiating, you should spend a few minutes in the skin of your adversary."

Asked Pell: "Would it not be a good idea if in any major negotiations such as START (the U.S.-Soviet strategic arms talks in Geneva), we had on our negotiating team a psychiatrist, a man who studied the people with whom we were dealing and could imagine what the responses would be from a psychiatric viewpoint, as well as from a political viewpoint?"

Shultz, with characteristic caution, replied that "certainly an essential part of skillful negotiating is to do everything you can to understand the other party and how they are thinking ... distinguishing the things that are truly important to them and not so important."

Shultz went no further in responding to Pell's suggestion that a psychiatrist be assigned to assist U.S. negotiators.

But among the small circle of professionals who work in this new specialty, the application of political psychology to foreign policy issues is serious business.

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